

Message Text

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72

ACTION ARA-20

INFO OCT-01 ISO-00 IO-14 L-03 SPC-03 AID-20 EB-11 NSC-07

RSC-01 CIEP-02 TRSE-00 SS-20 STR-08 OMB-01 CEA-02

CIAE-00 COME-00 FRB-02 INR-10 NSAE-00 XMB-07 OPIC-12

LAB-06 SIL-01 PA-04 PRS-01 USIA-15 DRC-01 /172 W

----- 105399

R 271329Z MAR 74

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC 382

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 1119

PASS EXIM AND COMMERCE/MPED

E. O. 11652: N/A

TAGS: BEXP, BR

SUBJ: TRAVEL TO WASHINGTON BY BRAZILIAN STEEL COMPANY OFFICIALS

REF: RIO'S A-32

1. TWO HIGH-RANKING OFFICIALS OF COMPANHIA SIDERURGICA NACIONAL (CSN), COL. ANTONIO C. GONCALVES PENA, VICE-PRESIDENT; AND COL. CYRO ALVES BORGES, CHIEF OF PLANNING, INTEND ARRIVE WASHINGTON THIS WEEKEND FOR TWO-WEEK VISIT TO DISCUSS FINANCING OF CSN'S \$900-MILLION EXPANSION PROGRAM (REFAIR) WITH IBRD AND EXIMBANK.

2. PENA MENTIONED TO CONGEN OFFICERS THAT IN PAST YEAR PRICES FOR JAPANESE MACHINERY AND EQUIPMENT HAD INCREASED BY

NEARLY 50 PERCENT, COMPARED TO 20-35 PERCENT FOR SIMILAR U.S.-MADE GOODS. HE IS OPTIMISTIC THAT U.S. CAN BE A PRINCIPAL SUPPLIER FOR CSN EXPANSION PROGRAM.

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3. FYI: STATE-OWNED CSN IS LARGEST BRAZILIAN STEEL PRODUCER

(1.6 MILLION TONS OF INGOTS IN 1973) AND INTENDS INSTALL
ADDITIONAL 5 MILLION TONS OF CAPACITY BY 1980. PENA IS IN
CHARGE OF COMPANY'S PROCUREMENT, HAS BEEN WITH CSN FOR 30
YEARS, AND IS EXTREMELY KNOWLEDGEABLE ABOUT OVERALL BRAZILIAN
STEEL EXPANSION PROGRAM. BOTH PENA AND BORGES SPEAK ENGLISH
FUENTLY, AND ARE ALREADY WELL-KNOWN TO EXIM OFFICIALS.
MILLER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740066-0878
From: RIO DE JANEIRO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740311/aaaaajxp.tel
Line Count: 68
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: RIO'S A-32
Review Action: RELEASED, APPROVED
Review Authority: martinml
Review Comment: n/a
Review Content Flags:
Review Date: 18 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 JUL 2002 by elbezefj>; APPROVED <11 DEC 2002 by martinml>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRAVEL TO WASHINGTON BY BRAZILIAN STEEL COMPANY OFFICIALS
TAGS: BEXP, BR
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005